THE Dublishers' Weekly

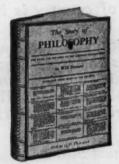
The American BOOK TRADE JOURNAL

VOL. CXII

NEW YORK, JULY 2, 1927

No. I

1926



THE STORY OF PHILOSOPHY was published May 29th, 1926.

Sales of first three weeks after publication were:

1,286 Copies

At this point we decided to make a special offer. (It appeared in the June 19th, 1926, issue of Publishers' Weekly.) Some booksellers availed themselves of it. And these booksellers, in profiting themselves, helped us to make it the Big Book of 1926, and to keep it steadily among the best sellers of 1927.

1927



TRADER HORN was published June 10th, 1927.

Sales of first three weeks after publication were:

3,073 Copies

Since Trader Horn is showing even more activity at this corresponding stage than The Story of Philosophy, we are again making a similar offer. We know those booksellers who co-operate will profit. And we thank them now, for we know that this co-operation will make Trader Horn one of the Big Books of 1927.

See details on pages 10 and 11

SIMON AND SCHUSTER, 37 W. 57th St., New York

ORIENTAL ENCOUNTERS

by Marmaduke Pickthall

An Englishman goes to the East and lives the wild life of the desert because he likes it.

He confesses to a love for the Arabs. He "goes native" in a way which condemns him in the eyes of his English friends. But it results in a rare book.

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Not Merely A Travel Book Mr. Lawrence has lived in Mexico and the far Southwest, and the feel of country is in this, his latest book.

With poetic insight, yet without sacrificing realism, Mr. Lawrence ignores the mere geography of the strange land which borders ours, and probes her exotic soul. MORNINGS IN MEXICO will make new friends for D. H. Lawrence.

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August 5th.

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Cintra Amory, daughter of an American diplomat, and Lili, Countess Rabenstein, daughter of an Austrian Ambassador, are born on the same day. Their lives, though far apart, are curiously interwoven.

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By the youthful author of last year's success, Roundabout.

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July 8th.

The Publishers' Weekly, July 2, 1927. Vol. CXII. No. 1. Entered as second-class matter, June 1, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription, Zones 1-5, \$5; Zones 6-8, \$5.50; Foreign, \$6; 15c, a copy. R. R. Bowker Co., 62 W. 45th St., New York. London Agent. D. H. Bond, 507 Bank Chambers, Chancery Lane.

July 31 Days



210-156

1927

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"The statements are well put, up to date, and no words are wasted. The book will fit the pocket. . . We recommend it to all of our readers."—Journal of Clinical Medicine and Surgery. \$3.50

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July Fiction

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By ROLAND PERTWEE

Author of "Rivers to Cross"

Adventure upon Adventure, headlong, audacious, thrilling.—A RED STAR NOVEL—you can recommend "Gentlemen March" to everyone who enjoys a tale of high deeds and steely courage enlisted in the service of chivalry and love. \$2.00

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By DENIS MACKAIL

The enchanting story of twenty-four crowded and glorious hours in the life of an English village. The best work to date of this brilliant young English writer. \$2.50

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TRADER HORN



Plans for developing this magnificent gentleman's story into one of the big books of the year

THE offer reproduced in the box on the opposite page is exactly like one we made last year in the June 19th, 1926, issue of Publishers' Weekly on The Story of Philosophy.

At that stage of the game The Story of Philosophy had not sold as many copies as Trader Horn has now. But we believed sincerely in its possibilities as one of the big books of the summer and fall of 1926.

And now we believe equally sincerely in the possibilities of *Trader Horn* as one of the big books of the summer and fall of 1927.

We want Trader Horn to prove itself, just as we did The Story of Philosophy. We are not asking booksellers to bite off huge quantities now. We simply believe that Trader Horn will demonstrate itself in bookstores as a book that is rapidly becoming a best seller.

Therefore, supposing you are in a city of between 100,000 and 500,000. Do you think there is any possibility of selling 100 copies of *Trader Horn* before the end of the year? If so, we should like to help you do it by:

- a. Very large advertising (see current newspaper and magazine advertising).
- b. A series of twelve display cards (similar to the ones that so successfully sold *The Story of Philosophy*).

- c. Our co-operation in paying a share of any special window display you may have in mind (write for details).
- d. Imprinted circulars (telling a thrilling story about the book, and quoting some of the splendid reviews).
- e. Going fifty-fifty on local newspaper advertising (we shall be glad to furnish mats, or help in preparing ads for your own purposes).

And, in addition to this, by participating in the offer outlined on the opposite page you will be buying your copies for the quota at between 50% and 52% from the retail price.

When this same offer was made last year on The Story of Philosophy quite a number of booksellers took advantage of it. All in all, 2,200 copies were distributed free of charge, making an extra profit of more than \$10,000 to those booksellers who participated.

We believe, judging from comparative records of the two titles, that in Trader Horn there is even more extra profit to be made.

Read Trader Horn, find out what your customers who have already bought it think of it. Then decide whether our enthusiasm in publishing the book and marketing and advertising it as well as we know how isn't justified in this magnificent gentleman's story.



SIMON AND SCHUSTER,

S A "NATURAL"."

The mathematics of it:

IF you are in a city of under 500,000 and order 100 copies, they will be billed at an average discount of, let us say, 38%. Then:

\$400.00 less 38% equals \$248.00. Now, the 20 extra copies are the equivalent of 20% additional on your complete purchases. Therefore:

\$248.00 less 20% equals \$198.40. In other words, you are buying 100 copies this way for \$198.40, or at \$1.98 per copy. This is the equivalent of a little better than 50% off the retail price of \$4.00. If your orders are for 50 or more copies at a time the discount is equal to 52%!

Ask yourself this question:

CAN I SELL 50, OR 100, OR 250, OR 500 COPIES OF TRADER HORN BEFORE THE END OF THE YEAR?

If so, it will pay you well to reread this page once more, especially the box. For Trader Horn is as sound an investment (but far more exciting!) as these mathematics!

b-

THE OFFER ITSELF

This is a dull and materialistic way of talking about an exciting book. But read the details carefully. They may mean considerable extra dollars and cents profit.

TO further increase and stimulate the interest and sales, we are happy to make the following offer to Retail Book and Department Stores that sell a quantity of TRADER HORN before September 1st. Retail price \$4.00.

To Booksellers in cities under 100,000:

If before September 1st, 1927, you sell 50 copies of Trader Horn we shall ship prepaid 10 more copies NO CHARGE.

To Booksellers in cities under 500,000:

If before September 1st, 1927, you sell 100 copies of *Trader Horn* we shall ship prepaid 20 more copies NO CHARGE.

To Booksellers in cities under 1,000,000:

If before September 1st, 1927, you sell 250 copies of *Trader Horn* we shall-ship prepaid 50 more copies NO CHARGE.

For Booksellers in ANY CITY:

If before September 1st, 1927, you sell 500 copies of *Trader Horn* we shall ship prepaid 100 more copies NO CHARGE.

This offer is good on all orders on which the books are to be sold at retail. Your word that the copies were sold in your store to your own customers is sufficient for us.

Make duplicate copies of all of your orders for Trader Horn, whether you order direct of us or of your jobber. If on September 1st your total is as indicated above, mail all these duplicate copies to us, and the additional copies of Trader Horn will be shipped to you prepaid with our compliments.

VERY once in a while a book comes along that's a "natural"—a book that, for intangible as well as tangible reasons, everyone likes. TRADER HORN is one. Published June 10th, the second edition is almost sold out, and the third on the way—10,000 copies in all. Watch for the reviews and the advertising.

West 57th Street , New York





On the Second of September

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She still looks young and feels younger; but in ten years she is going to be fifty. What is she going to do with those years?

Elmer Davis has won fame for his keen, dangerously humorous satirization of American life and manners. Now he employs his full powers in attacking a problem faced by every woman as she pauses at the threshold of middle age.

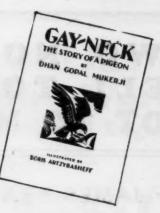
You can sell this book to all women of forty, all women who have been forty, all women who expect (not without misgivings) to attain that ripe age. And, as we have implied, men grow older too.

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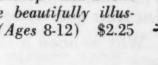


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FOR THE GLORY OF FRANCE

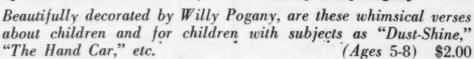
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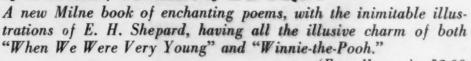




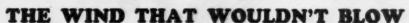




by A. A. Milne, decorations by E. H. Shepard



(Boxed with "When We Were Very Young" and "Winnie-the-Pooh") \$6.00

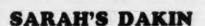


by Arthur Bowie Chrisman, silhouettes by Else Hasselriis

The Author of "Shen of the Sea," awarded the Newbery Medal last year, has written another collection of original, humorous Chinese stories, illustrated by Else Hasselriis. (Ages 11-15) \$2.50



Delightfully imaginative stories about every-day things. There was a "Merry-go-Round" which talked and stories of the "Timid Truck," "The Great Gray Touring Car," etc. (Ages 6-10) \$2.00



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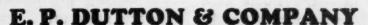
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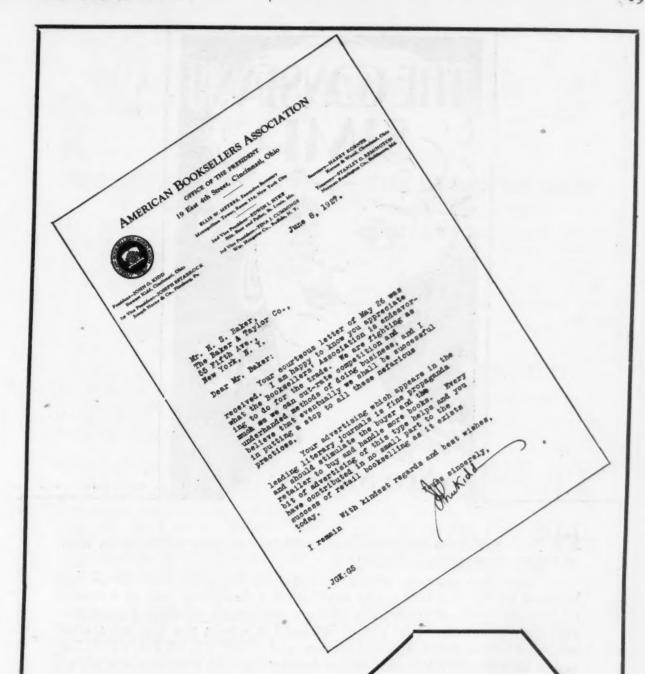
The evening hour is the reading hour. Then the family gathers about the library table to enjoy the company of good books. The evening hour is The Chicago Daily News hour, too. The Daily News goes into the home each evening and finds its way to the

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THE CHICAGO DAILY NEWS

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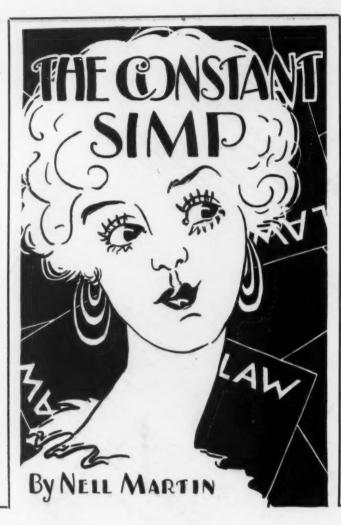


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The most amusing young person who has come over the fiction horizon in many-a-year. She says she is a dumbbell, but as a matter of fact, she is one of those girls who are just simple enough to get whatever they go after. The young lawyer for whom she worked started with a terrible handicap—no clients and THE CONSTANT SIMP as his entire staff. He tried to fire her and couldn't because she didn't know what he meant, and she ended by making a judge of him.

Here is a clean, rollicking, downright funny story that is ideal for summer reading. You can safely recommend it to any customer.

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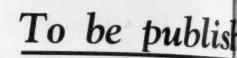
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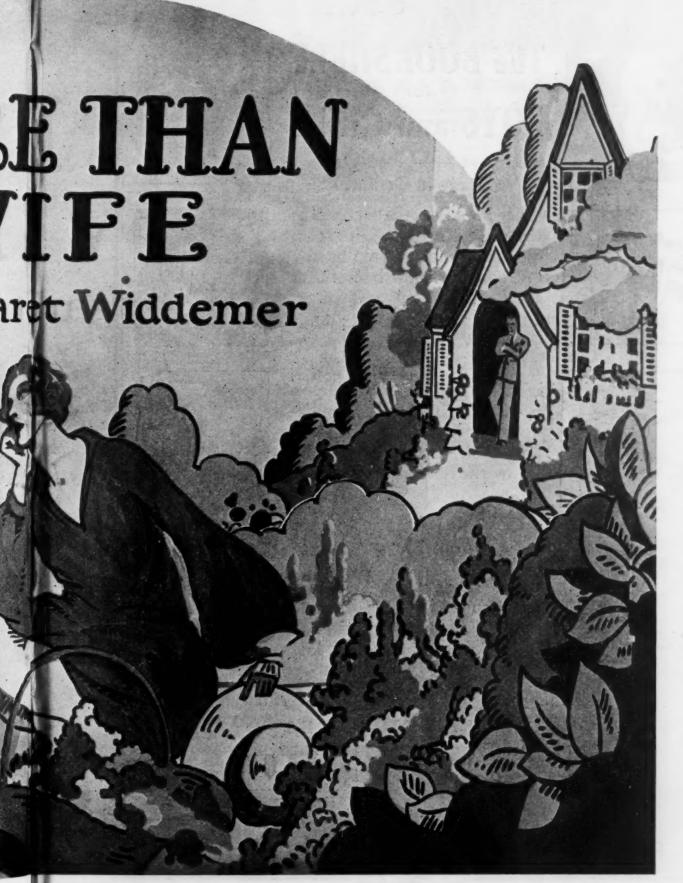
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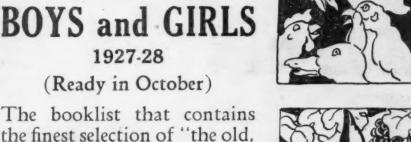


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The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, JULY 2, 1927

Hand-to-Mouth Buying

Why We Have It, What Is Ahead

Floyd S. Chalmers

This paper was delivered at the

Canadian Booksellers' and Stationers'

Association Sixth Annual Convention

in June. As the subject is of so much

interest to the booktrade in America,

and as this is the best treatment of it

which has come to our attention, we

are reprinting it for our readers.

Managing Editor, the Financial Post, Toronto

THE work of distribution, of merchandising, to-day, is the most complex division of modern business. There is no science to merchandising. The big department store, the mail order house, the chain store, all tending toward the

elimination of the middlemen, represent no attainment of the millennium in merchandising. Not one of these institutions has found its final, well-defined place in the scheme of business. We are in a state of flux. But the best brains of the business world are tack-

Hand-to-mouth buying is a business development that is still in the problem stage. And despite all that has been written and spoken on the subject we have not yet discovered what will ultimately be the place of hand-to-mouth buying in business; whether it will disappear along with the cash drawer that tinkled every time a clerk opened it to make change or whether it is as firmly engrafted upon the super-structure of business as the modern warehouse or motor truck delivery. There is

ling the perplexing problems of distribution.

no final right and no final wrong in hand-to-mouth buying; no last word.

To-day, the attention of business is being focussed upon the serious problems of distribution just as it has been focussed for the last quarter of a century upon the prob-

lems of production. I think we may all feel that if the business world goes as far in eliminating waste in distribution as it has gone in reducing the costs of production we will, in twenty-five more years, have made this a better world in which to do business and

more nearly a heaven for that ultimate beneficiary—the consumer.

If you set out to define hand-to-mouth buying, your definition is going to depend very much upon what side of the fence you are on. If you think that hand-to-mouth buying is a good thing—as many very sensible business and financial men do—you will call it orderly buying; current needs buying; repeat order buying; controlled buying, or rapid turnover buying. I have seen all phrases used. If you disapprove of the tendency your definition will consist

of whatever collection of unscemly epithets lies closest to hand.

Ten Reasons For Hand-To-Mouth Buying

I have found at least ten factors that have been operating to stimulate the tendency to hand-to-mouth buying. And most spectacular, we have the lessons learned by retailers in the drastic price decline of 1920 and 1921. Alvin Dodd, manager of the domestic distribution department of the United States Chamber of Commerce, in a recent letter to me gave that as the chief reason. Retailers—and wholesalers also lost tremendous sums when the price tornado came seven years ago and brought about such tremendous losses in inventory values that thousands of firms went on the rocks and practically every firm suffered a shivering of its timbers. Merchants learned a lesson then and there. They haven't been overloading their sail boats since. Perhaps they are a little too cautious and are not carrying enough cargo to keep them sailing nicely before the wind but they would rather be caught light than The motto of the average overloaded. merchant who came thru that catastrophe is very simple. It is "never again."

Second. The downward tendency in prices that is very evident to-day. It is revealed by the pet baby of the economist, which is at the same time the pet anathema of the hard headed business man-the price index. Among people with whom I have discussed personally or by letter, the question of hand-to-mouth buying is Col. Leonard P. Ayres, vice-president of the Cleveland Trust Company, and undoubtedly the chief writer on business subjects on this continent to-day. Col. Ayres could only find one chief reason for hand-tomouth buying and that was the general decline in prices. If declining prices were indeed the only reason then we would have to expect the habit to be a long time in the breaking, for economists forecast a general downward trend of prices for some years to come.

Third. I think there is a general tendency to closer buying developing as part of the pronounced improvement that is taking place in the business methods of retail merchants. The merchant to-day realizes more than he ever realized before that his business is not that of speculating

in commodities but of merchandising the goods that he has and that are part and parcel of his stock in trade. More orderly merchandising is growing out of the chaos of retailing. Orderly merchandising certainly includes an avoidance of over-buying.

Fourth. This grows out of the third as the third grew out of the preceding two. Modern business is operating on the theory that the job of carrying the stocks should be shifted, to as great an extent as possible, backwards towards the point of production. It is felt by economists that this gives greater stability to business. Whether it does or not, there can be no doubt that as we get nearer to the retailer we get farther away from financial strength. Let us liken distribution to a giant water supply system with the manufacturer's own distribution system as the main trunk line, the various middlemen as pipe lines growing smaller and smaller as they get away from the centre of the system and the retailers as the small feeder lines going up to the houses of the consumers. The strongest pipes are those nearest the center of the system.

They should carry the heaviest load and are best able to carry the heaviest load. The retailer's job should be to sell. Let the manufacturer, the jobber and the banker do the job of carrying the stocks; they are better able to do it, controlling the financial resources, the trained minds and the accurate knowledge of business trends that are beyond the resources of most small retailers. That theory is undoubtedly being made to apply itself to modern distribution. If we carry our analogy another step farther we are keeping the reservoir at the center of the system instead of putting a

water tank at every house top.

Fifth. The delivery period is being materially shortened in modern merchandising. Faster distribution from factory to retailer is working to stimulate hand-to-mouth buying. Rail transportation has been immensley speeded up by the over-hauling of rolling stock and rights of way and the adoption of modern car handling methods. The motor truck has entered the field to make it possible for manufacturers to ship from one town in the morning and deliver to the retailer in another town ninety miles away before the driver opens his lunch box. Modern warehouses facilitate distribution by localizing stocks.

Sixth. The turn-over bug has bitten retail merchants. They have read so much about turnover that many of them are beginning to believe that if they turn their stock often enough they will arrive in the millionaire class in no time. Let me not be ironical on this subject. Speeding up turnover is one of the things we have learned. But we've over-learned it and we're overdoing it. But whether normal or in excess, the mania for turnover, as can be seen without elaboration, is a factor in bringing about smaller orders and more frequent orders.

Seventh. When merchants were buying up to the limit of their resources and pledging their next year's income at the bank to buy beyond the limit of their own current resources, the production of nearly all commodities was lagging behind demand-behind consumption. It was a seller's market. Now we are in a buyer's market. Production is ahead of consumption. Those who produce—the manufacturers—have to offer inducements to sell their possible output. One of their inducements is the acceptance of orders that are not large enough to be economical. It is easy to get goods. The retailer does not have to order ahead to get what he needs.

Eighth. I think it can fairly be said that manufacturers have to some extent helped to foster the hand-to-mouth buying habit. To get business they have encouraged retailers to buy in quantities that—to the manufacturer-are decidedly uneco-Manufacturers have allowed nomical. themselves to get into slip-shod selling habits because they have not always realized just what it costs to get orders. So long as producers are willing to aid and abet the man who gives a small order, and to place him as at no disadvantage as compared with the man who orders in larger quantities they will have to be content with contributing our eighth reason for the development of the hand-to-mouth buying.

Ninth. In a very large number of lines there is another factor working; this is the fashion tendency, the constant desire to bring out something new, to put skirts up or to put them down, to flatten umbrellas or cut them square, to finish the accessories in nickel or finish them in aluminum, to change, change, change and obey the dictates of fashion. Last month's styles are

basement store rubbish. So long as the sinful waste of constant style change continues, small order buying is going to continue as the retail merchants' bulwark against inventory loss. It is my opinion that the waste will continue. Rather than combat the style tendency we are adjusting our business habits to it. Flashy and short living describes many of the commodities that are being sold to-day and that must be bought by the retailer in the smallest possible quantities.

Tenth. We can find a tenth reason for the development of the current buying practice in the improvement in stock control methods in the retail store. The modern merchant has bookkeeping and record systems that give him a more accurate check upon the goods he has in stock and upon his turnover of different lines than he ever had before. Buying is less of a step in the dark or a blind acceptance of some salesman's glib persuasions. merchant knows what he has in stock; he knows what he is selling. He tries to adjust inventory and sales more closely one to the other. Smaller orders are bound to be the result. He has not the same fear of running short of an item. When his stocks get low his system of flagging his records will call the situation to his attention at once.

All of these ten factors have, I am convinced, been at work in stimulating the practice of hand-to-mouth buying. I think that even the most cursory examination will indicate that they are not new developments, at least not all of them. Hand-to-mouth buying is not new, altho it is only now becoming acute. Melvin T. Copeland, Professor of Marketing in the Harvard School of Business Research, says that the tendency to smaller orders was making itself apparent long before 1920.

Some Points In Favor

Hand-to-mouth buying is not an unmixed evil. There is much to be said in its favor. Much has indeed been said in its favor by writers, bankers and business leaders whose views must be regarded as being of the highest authority.

The Metropolitan Life Insurance Company called a conference of business leaders to discuss the subject. Some 250 manufacturers, jobbers and retailers came to the

conference. The conference, after discussing the subject, decided that the balance was on the right side of the ledger. They even suggested that there should be a new name for hand-to-mouth buying, something a little less suggestive of improvidence. They did feel, however, that in some lines hand-to-mouth buying has been overdone and added to the costs of doing business.

But there are decided advantages for

hand-to-mouth buying.

There seems to be little doubt that handto-mouth buying tends to give greater stability to business. Some economists declare that it will ward off business depression. Others put it another way and say that it will eliminate the business cycle. Certain it is that small-order buying is to be preferred to over-buying. Over-buying brings terrible evils in its wake. A period of over-buying pyramids paper orders until the whole structure topples over. If handto-mouth buying does away with commodity speculation, it will enable the retail merchant to control prosperity. A survey of 150 outstanding business firms in the United States revealed that 89 per cent. of them were convinced that hand-to-mouth buying has a stabilizing influence on business, tending to diminish peaks and depressions.

A second advantage is that hand-tomouth buying tends to bring the producer and the consumer into closer relations. The producer is in more frequent contact with his distributors and this enables him better to judge of public demand and taste.

Hand-to-mouth buying reduces the amount of capital tied up in the process of distribution. If the jobber is carrying smaller stocks and the retailer is carrying smaller stocks then obviously the amount of banking credit required to finance the distribution of merchandise is considerably reduced. The saving in interest charges is tremendous. The saving in credit losses is equally valuable.

Hand-to-mouth buying has helped to restore to the jobber, especially to the jobber in the smaller centers, some of his lost prestige and importance in the scheme of distribution. If the merchant is to carry smaller stocks he must have stocks somewhere close at hand to draw upon and the logical person to carry those stocks is the jobber. Of course, the chain store re-

mains an exception to this rule for the chain store does its own jobbing. Hand-to-mouth buying is saving the jobbing trade, in the opinion of many students of this subject.

While hand-to-mouth buying has made the planning of schedules more different in factory production it has also made them less necessary. Hand-to-mouth buying, which distributes demand more evenly over the different seasons, has a tendency to put factories on more even and stable production schedules.

For instance, machine tool manufacturers think a sane compromise between manufacturers and merchants will eliminate the old "feast or famine" methods of production.

It has undoubtedly made the distribution of new items and changes more easy and has made it possible to change a new line very quickly. After my reference to the waste of constant change I hesitate to place this on the credit side of the hand-to-mouth buying ledger, but for manufacturers in many lines this is undoubtedly an advantage.

Some sales managers have found that the influence of new goods has a stimulating effect upon every one engaged in distribution and brightens up retail selling generally. New lines do stimulate business; of that there can be no doubt. Hand-to-mouth buying, by enabling new lines to be brought out more easily, keeps selling on its toes.

And finally, as one of the advantages that we must set down to the credit of hand-to-mouth buying we should not overlook the fact that it virtually eliminates one of the most prevalent of trade abuses, the cancellation evil. When a man is buying only for his current needs he will not cancel orders upon which a factory production schedule has been partially based.

Some of the Disadvantages

"So much for the "pros." There are "cons"—plenty of them. As I am not trying to make out a dogmatic case, either for or against hand-to-mouth buying but rather to present a frank analysis of it, I want to give as much attention to the evils that follow in the wake of hand-to-mouth buying as to its obvious advantages.

The other day my wife asked me what I was going to speak on to-day. I said "Hand-to-mouth buying." She wanted to know what hand-to-mouth buying was. I tried to explain it to her in a few words. "Oh, I see what you mean," she said, "and is that the reason why I can never get what I want from the stores now? They are always out of stock of whatever I want. It is really most exasperating."

In that remark she struck out at one of the worst evils of hand-to-mouth buying. Merchants are carrying it so far that they do not stock a complete line. They are causing untold annoyance to their customers and losing sales to the merchants who do keep their ranges complete. You can standardize your stocks but you cannot standardize your customers, nor their tastes. If a customer does not find what she wants in one store she will often try another store before accepting a substitute. The loss in good-will from a considerable number of such disappointing transactions is deplorable.

The retail merchant is suffering in another way from over-emphasis of the hand-to-mouth buying idea. The number of salesmen taking up his time has multiplied to a really alarming degree. Salesmen by the score call on him every month. No longer does he take the salesmen from the wholesale house up to his house for dinner on his twice-a-year visit. The twice-a-year visit is now a monthly or twice-a-month visit and represents only one of many calls from jobbers' salesmen, specialty salesmen, crew managers and so on.

All this has brought in its wake a third disadvantage, the increased cost of selling, which includes also the cost of warehousing and operating the general machinery of distribution. It costs the average wholesale house anywhere from \$2.50 to \$3 to handle an order. Each order goes thru from 10 to 20 operations in the handling. Smaller orders have to go thru practically the same routine as the large orders. Some one has to pay the cost of these The increase in selling costs services. thru hand-to-mouth buying is not to be overlooked in this era when we are striving valiantly to get down distribution costs.

Hand-to-mouth buying has given the manufacturer a very distinct problem in taking away from him the information that

formerly enabled him to plan his production schedules six months in advance. A few years ago, the average manufacturer booked orders months ahead for at least two-thirds of the requirements of the retail trade. This did not apply to every line but, generally speaking—and I am speaking generally in all of these remarks-it was possible for the manufacturer to base his half year's plans upon the orders that his salesmen brought in on their semiyearly tours. Now he can no longer do that. But before we shed too many tears for the manufacturer in his plight let us remember that the old system had its evils; such as peak selling seasons and seasons of sales depression; cancellation of orders at times when the manufacturer did not want them cancelled; credit losses; inventory price declines; idle factory periods, etc. In any event the job of estimating requirements has been thrown back upon the manufacturer who is the man best equipped to do that job. Now the salesmen do not set the factory schedule. Rather the directors set sales quotas.

There are many who fear that hand-to-mouth buying, if it persists, will prevent us from benefitting from the economies that have developed by mass production methods. Here again, tho, I think the problem is one of adjusting production to the new buying habits and of turning the evil into an aid by leveling production thruout the year.

Is Hand-To-Mouth Buying Here To Stay?

Is hand-to-mouth buying here to stay? I think it is to be regarded as a development that is an integral part of our present revolution in merchandising methods. Many big bankers have expressed the opinion that current buying will be the normal buying practice of the future. I do not think we shall ever see an entire reversion to former methods of buying. We shall not see such a reversion because the former methods are not necessary. No merchant is now in danger of losing a season's trade thru delayed transportation. No merchant under present production methods is in danger of having to go without goods for his customers. He does not have to order six months ahead and he will not do so. We will have to accept handto-mouth buying as a fact and make the best of it; take advantage of it where we

Of course, it is being overdone. The pendulum has swung too far. But it will

swing back.

So long as hand-to-mouth buying proceeds in orderly fashion; so long as buying is continuous and not spasmodic; so long as the merchant keeps his stocks controlled in such a way that they are complete as well as reduced to a comfortable minimum then hand-to-mouth buying must be regarded as operating for the general good of business. In fact it even reduces production costs and stabilizes business as a whole.

It must be controlled; it must be reasonable; it must not be an attempt by the merchant to make the manufacturer or jobber do more work without more pay. If the manufacturer and the jobber are going to do the work of carrying stocks and financing them and of assuming the general risks attendant upon these jobs the merchant will have to be prepared to concede to them a part of his margins. Small orders will mean smaller margins.

Probably there will be a greater tendency to quantity discounts. The man who places a small order cannot hope to continue to buy at the same price as the man who buys in large quantities. Quantity discounts may prove a natural corrective to abuse of small orders. Some manufacturers, without much success, tho, have tried to make a charge for filling small

orders.

There is one thing that will not eliminate the evils that have crept into hand-tomouth buying; that is shouting at the re-There is a present tendency to blame all business evils upon the retailer. But in hand-to-mouth buying the retailer holds the whip hand. He is going to adopt the policy that strikes him as in his

own interests. If the manufacturer does not like the policy that the retailer adopts he can not correct it by abusing the retailer. He must make it attractive and profitable for the retailer to change his habits and he must set his own house in order by simplifying his stocks and resisting the temptation to constant change. The manufacturer can even take advantage of hand-to-mouth buying by developing his in-stock department and by studying his distribution costs as closely as he now studies his production costs, thus turning to advantage a system he cannot change.

There is no need to get hysterical on the subject of hand-to-mouth buying. It is only one of the many complex problems of the present day revolution in merchandising methods and it is not by any means the most difficult problem. We are gradually working out these problems and when we have done so the distribution methods we are now leaving behind will probably appear to us, in retrospect, to be as ridiculous and feeble as the first steam engine. We have passed thru what has been primarily an industrial age and are entering the distribution age. If we bring scientific study and accurate knowledge to the solution of distribution problems, as we brought them to the examination of industrial problems, we will not be long in solving the difficulties that come before us.

I think we will see a new type of individual emerge; what we might call a distribution engineer, if you dislike the phrase, merchandising expert. But every man engaged in any branch of distribution is a distribution engineer up to a certain point and if he tackles such a problem as that of hand-to-mouth buying with an open mind and a desire to take advantage of modern tendencies rather than to rail at them he is going to translate service in terms of profit for himself.



The Book Fair in Chicago

URING the many years in which the Chicago July gathering has developed, the market of Chicago itself has grown so vastly in importance and diversity that many publishing houses are now providing almost monthly visits to the city. Still others have now established permanent headquarters. But, in spite of this, there has remained the need for a July gathering which enables the local buyers and the buyers from the country around, to get, at one time, a view of the whole publishing program for the fall. Such a complete view is valuable also to the many people in this area who prepare

catalogs for mail-order selling and who have to get all of their plans in mind in order to make the best selection of books for their promotion programs.

As is usual when such a group gets together, there must needs be some good fellowship, and July 8th has been selected as the day for the hard working bookmen to gather for their annual Field Day which will be held this year at the Glen Oak Golf Club-where again will be settled the question of the best ball team, the luckiest golf player, and the most expert operator of a pinochle deck.

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PLATT & MUNK Co.	Arnold Munk	Palmer House
PUTNAM'S (G. P.) Sons	H. L. Allison	Congress Hotel
REVELL (FLEMING H.) Co.	John W. Hill John A. Burnett, Jr.	Sherman Hotel
SEARS (J. H.) & Co.	Samuel M. Loweree Louis M. Levy	Palmer House
SULLY (GEORGE) & Co.	George Sully	Palmer House
WASHBURN (IVES)	Lyman V. McMaster	Palmer House
WILDE (W. A.) Co.	W. J. Sanford	9 So. Clinton St.

The following Chicago Publishers will be active in the July selling:

Blessing (W. P.) & Co.	208 So. Wabash Avenue	
Drake (F. J.) & Co.	1006 So. Michigan Avenue	
JORDAN & COMPANY	542 So. Dearborn Street	
LAIRD & LEE	2001 Calumet Avenue	
McClurg (A. C.) & Co.	330 East Ohio Street	
RAND, McNALLY & Co.	536 So. Clark Street	
REILLY & LEE COMPANY	536 Lake Shore Drive	
SHAW (A. W.) COMPANY	Cass, Huron & Erie Streets	
University of Chicago Press	5801 Ellis Avenue	
WHITMAN (ALBERT) & Co.	323 W. Randolph Street	
WILLETT, CLARK & COLBY	440 S. Dearborn Street	

An A. B. A. Page

Ellis W. Meyers, Executive Secretary 25 East 10th Street, New York City

ANNIVERSARY

N the first of July of last year the Association signed a twelve-months' lease on an ex-saloon in what is probably one of the least inviting-looking neighborhoods of this city, and there established the Clearing House. For two months all was chaos. With practically no knowledge (none at least based on working experience) of how we were to operate, there was a scrambling about in an effort to inaugurate routines that would be practical, efficient and lasting. Different ways of doing the job which we had undertaken were tried, only to be discarded or improved by that greatest of all teachers, experience.

Meanwhile we had eight "accounts," and then a few more. These pioneers stood by us at all times. The service was, mostly, good, but errors crept in and explanations had to be made. These were always accepted by the "charter members" who realized the obstacles with which we

were confronted.

And then, suddenly, almost before we realized it, we had sixty subscribers and finally eighty. During the past year the Center has cleared about four hundred tons of books and we have lost no accounts because of poor service. The booksellers who use the Clearing House are making money—they earn by saving.

Practical for Most Cities

The Center can be used by almost every bookseller in the country. There are one or two cities to which the service cannot be given. Booksellers in those places are warned that combination shipments are not likely to save money for them. But these points are few, and a careful study of every locality has convinced the Clearing House management that almost all cities are within the proper zones to make this

distributing system of value to them. This is an up-to-date, practical way of getting books from New York publishers. We are all faced with the problem of meeting rising costs by materially reducing our expenses. One of the ways of doing this is to save on carriage costs. It can be done. The Clearing House management will make a study of the individual shipping problem of any bookseller and will advise him whether or not he can use the Center advantageously.

Launching Advertising Venture

Simultaneously, or almost so, with the first anniversary of the first really big department of the executive office, the Association is launching its second venture. This is a new department for advertising. It will produce advertisements for distribution, construct layouts and decorations for ads which the bookseller may wish to print himself, and aid and advise any member who requests information concerning advertising. Working with the executive secretary is Franklin Spier, who is known as an extraordinarily good advertising and publicity man.

It has become obvious during recent years that one of the hardest types of competition that must be met is competition in advertising. The task of telling your neighbors that what you have to sell is necessary (and in some cases showing your prospective clients how to use it) and that it is superior to other things becomes more difficult each day, and a place to which the "non-professional" advertising writer may turn for help is bound to be appreciated by the majority of booksellers. Judging from the correspondence that we received after sending out our June Bulletin, the new advertising service is to be quite popular.

THE Publishers' Weekly The American BOOK TRADE JOURNAL

Founded by F. Leypoldt

EDITORS

R. R. BOWKER F. G. MELCHER 62 W. 45th St., New York City

Subscription, Zones 1-5 \$5; Zones 6-8 \$5.50; Foreign \$6

July 2, 1927

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

A. B. A. Clearing House One Year Old

HE A. B. A. Clearing House is just one year old. On the first of July last year the lease was signed for the quarters where the Association began one of the most important projects which it has so far undertaken. Altho when it started. thirty-five booksellers had promised to become members, the Clearing House actually opened with four customers, which number immediately doubled, and gradually, by the end of August, those who had promised to become members, did begin to make use of the Clearing House services. Now there are eighty subscribers. In the third week in July, in 1926, the Clearing House handled 3000 lbs. of books; in June, 1927, the average shipment was a ton a

In May of this year, just at the time of the Convention, the office was moved to East Tenth Street. There were several advantages in this change. With its two floors, the Clearing House has now twice as much space, the second floor being used for the permanent warehouse of the three publishers who have so far taken advantage of this new branch of the A. B. A. Service. The new location has no advantages over the old as far as shipments out from the

Clearing House are concerned, but it is better from the point of view of publishers' deliveries. Just around the corner are the Baker and Taylor Co., Macmillan, A. & C. Boni and the rest of the lower Fifth Ave. group, and near at hand also is the group on Fourth Ave.

Starting on its second year, the Clearing House is in a position to offer better service than ever. The new location will help to cut the time in filling orders; a number of publishers are considering the advantages offered by the Consolidated Warehouse plan, which would also help in time saving. Mr. Gehrs gave as his estimate in his report to the recent Booksellers' Convention that from two to twenty hours could be so saved in making deliveries from publishers' offices, if twenty or thirty publishers' shipping and stockrooms, operated independently, could be consolidated in the same building and more closely connected with the Clearing House. The time of experimentation with kinds of packing cases, methods of shipping, bookkeeping and records, necessary to get under way, may be considered over, and the second year will reap the rewards.

The Library Conference at Toronto

EVERYONE has come back from the recent library convention with unqualified praise for the hospitality of Toronto, the efficiency with which all the conference arrangements were carried out and the lavishness and charm of the entertainment. This convention, held from the 20th thru the 25th of June, was the forty-ninth annual conference of the American Library Association and the third to be held in Canada, the first when the A. L. A. has met in Canada during the term of office of a Canadian president.

The convention was held at the University of Toronto, the charming campus and university buildings forming not only a lovely setting but offering every convenience for the entertainment of the delegates. Hart House, which in term time is the center of student activities and which during the war housed troops, offered an excellent place for meals, a theater for plays and other entertainments. Other

buildings nearby on the campus accommodated the various sections and group meet-

ings.

The friendly relation existing between the two countries was often stressed during the proceedings, and library work with boys and girls and adult education were outstanding themes of the general sessions and special section and group meetings.

Dr. Locke, in his presidential address, reported the progress of the year and brought up the suggestion that the term of office of the president of the A. L. A. be extended to two years, so that a closer identification of the president with the headquarters staff would mean more effective leadership in the library profession.

At the third general session meeting on Thursday evening the Newbery medal for the most distinguished children's book of the past year was presented by the Children's Librarians' Section. The award was made to Will James for "Smoky." Louise P. Latimer, as chairman of the section, made the award, the medal being received on behalf of Mr. James, who was prevented by illness from attending, by William Copp of Copp, Clark & Co., Mr. James' Canadian publisher. The choice of the Section won approval, especially from the men.

The new president of the A. L. A. is Carl B. Roden of the Chicago Public

Library.

The entertainment offered to the delegates has been as much praised for its variety as its excellence, a variety which astonished the dancing booksellers in attendance. This included a garden party in the courtyard of Hart House given by the Mayor and the Corporation of the City of Toronto with the band of the Forty-eighth Regiment of Highlanders in costume. A series of plays given by different library groups, a reading from Dickens, a dance with a collation supper, singing by a group of boys from the Duke of Conaught's School, and expert rendering of a group of Canadian folk songs. These folk songs, chansons of the voyageur, the habitant and the coureur-de-bois of early Canada was sung by M. Charles Marchand of Ottawa, with his quartet known as the Bytown (the ancient name of Ottawa) Troubaours clad in lumbermen's garb and carrying three-legged stools. These singers

had a place on the program thru the courtesy of J. Murray Gibbon, compiler and translator of "Canadian Folk-Songs Old and New."

One of the pleasantest things about the convention was the unusual interest which the whole city of Toronto displayed in the welcome of its visitors, not only by evidences of it thruout the town, but by the part which the city contributed to the program and entertainment.

The A. L. A. Reading Courses

HIS is the third year of the Reading-With-a-Purpose campaign of the American Library Association and so far over a quarter of a million copies of the various booklets have been sold. The most popular courses, in order of their popularity, are reported to be: "Psychology," "English Literature," "Ten Pivotal Figures in History" and "Ears to Hear." The courses that are expected soon are: "The Practice of Politics" by Raymond Morley, "Founders of the Republic" by Claude G. Bowers, and "International Relations" by Paul Scott Mowrer. The Library Association reports that the courses are sometimes criticized as highbrow but that many readers write in to say that they are just right. Small libraries are not always able to buy all the books in the courses but most of them can buy the books that are most needed by their communities.

At the Toronto Convention, a digest of the part of the A. L. A. Bulletin for July which discusses the subject of Adult Education and the Library was presented. "The demand of the public for these courses", it was said, "may well be interpreted to mean that there is a wide spread desire for some sort of guidance to reading or informal The Board recommends that more study. general use be made of these and similar courses, especially by smaller libraries, branch libraries and extension agencies, the last named of which particularly should try to provide books listed in these courses for smaller libraries and readers not having access to local libraries.'

> Bookmaking Department Pages 114-124

In the Book Market

THERE are certain fields the Adult Education pamphlets of the American Library Association haven't touched yet. One of them is gardening. At Doubleday, Page's delightful and oh! so swank garden party at Garden City last week, passing thru garden to garden we felt most ignorant. We soon hope to return to those gardens with a great knowledge. Scribner is

to publish, as part of their interesting Home Gardening Series a "Gardening Hand Book" by Sudell R. Town. Another Scribner publication that will possibly be of service is "Modern English Gardens" by E. H. M. Cox. And then Macmillan has just published F. F. Rockwell's "Rock Gardens." The Doubleday rock garden was especially nice. When we were presented with Don Marquis's book of casual philosophizings, "The Almost Perfect State," we couldn't help feeling that all those present would agree with us that those gardens would be ideal territory for Mr. Marquis to begin his experimentations. 🥦 🥦 A most unusual party was recently given T. Morris Longstreth. A large group of officers of the Northwest Mounted Police Force gathered together to pay their respects to Mr. Longstreth for the many books he has written about them. A weather-beaten old sergeant who has spent the greater part of his years on the perilous patrol of the bleak northwestern forest lands, proposed the first toast to Longstreth. "I hope you'll write something more about the force, Sir," he said, "for you know more about us than any other living novelist or writer knows or will know. We admire your books and we all read them consistently." Altho he has never been a member of the Force Mr. Longstreth has spent many years with the Northwest Mounted Police. He is the author of "The Laurentians," "The Lake Superior Country" and books about the great northwest. In October Century will publish his latest book, "The Silent Force,"



F. Scott Fitzgerald

a dramatic and anecdotal history of the Canadian Mounted Police, written with the cooperation of many veteran members of the Force. Socott Fitzgerald, after what has seemed an extremely long pause, is to have a new novel published this summer by Scribner. Tho it is known that the main scene of the novel is the Riviera and it concerns Americans who are traveling or living

some of them expatriates, abroad, book's title has not yet been the Another novel decided on. promised for the summer is "Green Pastures" by Elizabeth Madox Roberts, author of the widely-favored "Time of Man," which the Viking Press will issue. Poetry is to be represented by a generous list on which are a new dramatic version of "Tristan and Isolt," by John Masefield, Amy Lowell's third posthumous volume of verse, "Ballads for Sale," and "Now We are Six," by A. A. Milne, a companion volume to "When We Were Very Young," and "Winnie-the-Pooh," which Dutton will publish. We can't help looking forward to next year when Mr. Milne, no doubt, will publish "Now We Are Seven."

Lyle Saxon's "Father Mississippi," which the Century Company will publish will find a very eager pair of audiences. The first will be made up of those who read it because of an interest in the Mississippi and its recent floods, the second of those who have read Mr. Saxon's short stories and his recent article on Voodoo in the New Republic which combine beautiful, strong writing with a thoro knowledge of Louisiana and its characters, and are anxious to read anything else of his. & &

Last week Will James' book "Smoky" was awarded the Newbery Medal as "the most distinguished contribution to children's literature for the year," and Scribner now announces a new edition of "Smoky" at \$1.00 to be brought out some time next month.

Changes in Price

J. B. LIPPINCOTT COMPANY

"Making Tin Can Toys," by Edward Thatcher,
Increased in price from \$1.75 to......\$2.00
"The Spell of the Turf," by Hildreth and Crowell.
Increased in price from \$4.00 to...........4.50

FREDERICK A. STOKES COMPANY
Thackeray,—"The Rose and the Ring." Increased to
\$2.00

Personal Notes

HAROLD B. EARLE, formerly with Doubleday, Page and Company, and more recently with E. P. Dutton and Co., is now a member of the sales staff of Charles Scribner's Sons, for whom he will cover the Pacific Coast territory.

HARRISON LEUSSLER, who has been covering the Pacific Coast territory for Houghton Mifflin Company for the last two years has now moved out there and will be permanently located in San Francisco.

Business Notes

BROOKLYN, N. Y.—Jack Frankfort's shop, formerly known as "Three Steps Down," is now located at 255 Utica Ave.

Troy, N. Y.—The Allen Book and Printing Company has elected the following officers: J. Roy Collier, President and Treasurer; James Mallery, Vice President and Secretary. F. E. Draper, attorney, will be on the Board of Directors.

Book-of-the-Month Club July Selection

66 VOUR Money's Worth" is the selection of the Book-of-the-Month Club for July. It is a study of the waste of the consumer's dollar, written by Stuart Chase, author of "The Tragedy of Waste" and Frederick J. Schlink and is published by Macmillan. According to the jacket of the book, it is its purpose "to explore the wonderland of advertising and salesmanship and to indicate a path that may lead out of it to the solid ground of fact." The first part of the book analyzes the plight of the average consumer; the second part describes existing scientific agencies, such as the United States Government Bureau of Standards, for the impartial testing of available goods, and proposes a way out.

The "Atlantic" Copyright Case

ON June 24th William A Crozier, business manager, Edward J. Dunn, City editor and Fred H. Thompson, reporter of the Boston Post were indicted by the Federal Grand Jury on a charge of violatnig the copyright law, and on June 28th they pleaded not guilty before Judge Lowell in Federal Court. The editors of the Atlantic Monthly maintained that the Boston Post illegally obtained the article by Governor Smith setting forth the Governor's views on the jurisdiction of the Roman Catholic Church. The article was written for the Atlantic Monthly. One of the men now indicted was previously indicted in New Hampshire on a charge of procuring the theft of a copy of the article from the plant of the Rumford Press at Concord. Governor Fuller recently signed an extradition warrant for his removal from Massachusetts, but his counsel obtained a writ of habeas corpus, argument of which is before the Federal Court. Each furnished \$250 bail pending trial. The Court granted 30 days in which to file demurrers or other pleas.

Readers Guide Prize Contest

THE results of the Readers' Guide Prize Contest which closed April 1st have been made known. The prize winners were:

First Prize. \$100. Miss Margery Quigley, Mt. Pleasant Branch, Public Library, Washington, D. C. "No More Tomorrows."

Second Prize. \$50. Miss Grace Owen, 1314 Futerbaugh Ave., San Diego, Calif. "Using the Readers' Guide."

Third Prize. \$25. Miss Mary E. Donaldson, Memorial Library, Port Arthur, Texas. "How Memorial Library Uses the Readers' Guide."

Fourth Prize. \$15. Miss Jessie F. Brainard, Lib'n. Horace Mann School, New York City. "The Indispensable Readers' Guide."

Fifth Prize. \$10. Miss Ivae Walker, Senior High School Library, Omaha, Nehr

It is proposed to print some of the essays in full and selections from others which will be sent to subscribers of the Readers' Guide.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."

Imprint date or best available date, preferably copyright date in bracket, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, Justin E., tr.

Bhanudas; tr. from Mahipati's Bhaktavijaya, chapters 42 and 43, with Marathi text in appendix. various p. D (Poet saints of Maharashtra; translations from original sources, no. 1) ['26] N. Y., Revell \$1

Allen, Gordon

The smaller house of today. 192p. 1 (pt. col.) diagrs. O '27 N. Y., Scribner \$3.75

The author is winner of the London Daily Mail ideal houses competition.

Annual register, The; ed by M. Epstein; new ser. 547p. O '27 N. Y., Longmans \$12 A review of public events for 1926.

Anthony, Wilder

Star of the hills. 317p. front. D [c. '27] N. Y., Macaulay \$2 A romance of early California.

Armstrong, Henry Edward

Essays on the art and principles of Chemistry, including the first Messel Memorial lecture. 307p. diagrs. O [n. d.] N. Y., Macmillan \$4

Baldwin, Robert Dodge

Financing rural education; a critical study of provisions and practices in the several states. 210p. (bibl.) D (Rural educ. ser.) [c. '27] Stevens Point, Wis. Rural Service Press

Barrington, Emilie Isabel Wilson [Mrs. Russell Henry Barrington]

The servant of all; 2 v. 344p.; 342p. il. O '27 N. Y., Longmans \$11

A partial biography of the late James Wilson, M. P., written by his daughter and covering twenty years of the mid-Victorian era.

Basile, Gianibattista

Il pentamerone: or The tale of tales; tr. by Sir. Richard Burton. 478p. O (Black & gold lib.) [c. '27] N. Y., Liveright \$3.50

Bateman, Sylvia

Branches to the sky; poems. 99p. D c. Bost., Stratford bds. \$1.50

Becker, Carl Lotus, and others

The spirit of seventy-six, and other essays. 135p. D c. Wash., D. C., Robert Brookings Graduate School of Economics & Gov't. bds. \$1.50

Boothby, Robert, and others

Industry and the state; a conservative view. 275p. O '27 N. Y., Macmillan \$2.25

Bronner, Augusta Fox, and others

A manual of individual mental tests and testing. 287p. il., diagrs. O '27 Bost., Little, Brown \$3.50

Browning, Robert

Selected poems of Robert Browning; ed. by George Herbert Clarke. 390p. front. (por.) S (Riverside college classics) [c.'27] Bost., Houghton \$1

Bryce, Catharine Turner, and Hardy, Ross Lees

Good times. 128p. (bibl.) il. (col.) D (Newson readers, bk. 1) c. N. Y., Newson & Co. 68 c.

American city government; an unsavory past—a respectable present—a brilliant future. 34p. O '27 Kansas City, Mo., K. C. Public Service Inst.

American Physical Education Ass'n. Nat'l Committee on Women's Athletics
Soccer for women. 55p. (bibl.) il., diagrs. S (Spald-

ing's "red cover" ser. of athletic handb'ks) [c. '27] N. Y., Amer. Sports Pub. Co. pap. apply

Baker, Edna Dean

The worship of the little child. 133p. (bibls.) D (Specialization ser.) c. Nashville, Tenn., Cokesbury Press 75c.

Bryce, Catharine Turner, and Hardy, Rose

The open door. 208p. (2p. bibl.) il. (col.) D (Newson readers, bk. 2) c. N. Y., Newson & 76 c.

Playtime. 128p. il. (col.) D (Newson readers, primer) c. N. Y., Newson & Co. 68 c.

Teachers' manual to Playtime. 176p. D (Newson readers, primer) c. N. Y., Newson & Co.

Carmel; its history, spirit, and saints; comp. by the Discalced Carmelites of Boston and Santa Clara. 388p. (3p. bibl.) il. D c. N. Y., P. J. Kenedy \$3; pap. \$1.50

Carstairs, George

Shepherd of Udaipur and the land he loved. 318p. il. D ['26] N. Y., Doran \$2.25 The story of the service, for nearly half a century, of Dr. James Shepherd, as medical missionary in

Caywood, Mark

Rainbow Island. 253p. D c. N. Y., Viking

A modern adventure of the sea, in which John Nichol attempts to discover the secret of a mys-terious yacht, and its cargo, owned by a charming

Cheyney, Edward Gheen

What tree is that? 201p. il. D c. N. Y., Appleton A guide to the common trees of the United States.

Cohen, J. B.

A class-book of organic chemistry; v. I. 352p. D'27 N. Y., Macmillan \$1.60

Connell, Rev. James Macluckle, ed.

A book of devotional readings from the literature of Christendom; 2nd ed. 313p. D '27 N. Y., Longmans

Coplestone, Edward

Advice to a young reviewer, with a specimen of the art. 22p. O '27 Bost., Houghton

Coward, Noel

Hay fever; a play in three acts; rev. as an acting ed. 66p. diagr. O (French's standard lib. ed.) c. 25, 27 N. Y., S. French pap. 75 c.

Crane, Ronald Solmon, and others

A census of British newspapers and periodicals, 1620-1800. 205p. O c. Chapel Hill, N. C., Univ. of N. C. Press buck. \$2.75

Crowe, Pat

Spreading evil; Pat Crowe's autobiography. 347p. D [c. '27] N. Y., Branwell Co. \$1

The life story of one of the greatest criminal of-fenders of the last century, as told to Thomas Regan, criminologist; published under the auspices of the Marshall Stillman Movement, an educational organization for the prevention of crime.

Dampier-Whetham, C.

Politics and the land. 225p. D'27 N. Y., Macmillan \$2.40

Deans, Nellie (Mrs. Fielding Lewis Taylor)

Resurgam, and other poems. 51p. il. O [c. '27] [Fort Hoyle, Md. Capt. G. A. Greaves]

Deaver, G. G., M.D.

Physical examination; text for use by physical directors. 128p. D c. N. Y., Ass'n. For physical directors of Y. M. C. A.'s not having a medical education.

Descartes, René

Descartes selections; ed. by Ralph M. Eaton. 444p. S Modern student's lib.; phil. ser.) [c. '27] N. Y., Scribner \$1

Dewar, Sir James

Collected papers of Sir James Dewar; ed. by Lady Dewar; 2 v. 1,489p. il. O '27 N. Y., Macmillan

Disney, Dorothy and Mackaye, Milton

Guggenheim; introd. by Nunnally Johnson. 192p. obl. T c. N. Y., A. & C. Boni bds. \$1.75 A new game heralded as a popular amusement among New York literary circles.

Dootson, F. W. and Barry, A. J.

First principles of chemistry. 345p. D'27 N. Y., Macmillan

Duncan-Jones, A. S.

Archbishop Laud. 283p. D (Great Eng. churchmen ser.) '27 [N. Y.], Macmillan \$2.25

Fairchild, Henry Pratt

Foundations of social life. 283p. il. D (Social science ser.) '27 N. Y., Wiley \$2.75

Felix, Edgar Herbert

Using radio in sales promotion. 398p. il., maps., diagrs. O '27 N. Y., Macmillan

Carter, Ray Cecil
Readings for pleasure and profit, for high schools.
60p. D [c. '27] Albany, N. Y., Fort Orange Press, 833 B'way.

Christie, Francis Albert
The makers of the Meadville Theological School, 1844-1894. 171p. (bibl. footnotes) D c. Bost., Bea-1844-1894. con Press

Clark, Kenneth

An eastern North Carolina town house, the Small-wood-Jones residence, various p. il., diagrs. O (White Pine ser. of architectural monographs, v 13, no. 3) c. '27 N. Y., R. F. Whitehead pap. 50 c.

Clark, Rev. William Edward

The gates of Hades"; a Bible story on the state

of the dead. 134p. D c. Springfield, Mo., Author, 1918 Franklin St. pap. 50 c.

Clarke, James E., D.D.
See for yourself; an invitation and a challenge for Presbyterians. 200p. il. S [c. '27] Phil., B'd. of Christian Educ. of the Presby. Church

75 c.; pap. 50 c.

Dailey, E. J.
Practical muskrat raising. 131p. il. diagrs. S [c. '27] Columbus, O., A. R. Harding

Danielson, J. A.
Lincoln's attitude towards prohibition. 26p. O
['27] [N. Y., Barnes Press, 404 W. 27th St.] apply

Dojacek, F.
New Ukrainian-English interpreter. 242p. O '27
Milwaukee, C. N. Caspar pap. \$1.75

Fisher, H. H.

The famine in Soviet Russia, 1919-1923; the operations of the American Relief Administration. 619p. (bibl. footnotes) maps, diagrs. O c. N. Y., Macmillan

Fitzpatrick, Edward Augustus, and Hutson, Percival W.

The scholarship of teachers in secondary schools. 339p. (bibls.) diagrs. D c. N. Y., \$2 Macmillan

Containing an essay by each author.

Garretson, Edith May

Home and health in a new land; English lessons for women; first and second years. 152p. (bibls.) il., map S [c. '27] N. Y., Scribner \$1

Glover, Terrot Reavely

Saturday papers. 191p. D ['27] N. Y., \$1.50 A collection of the author's columns in the London Daily News dealing with the current news from the standpoint of religion.

Gould, Dayton Thomas

The eight-barred gate [verse]. 59p. il. D c. Bost., Stratford bds. \$2

James Sonnett, M.D., and Wells, Greene, Emilie I.

The cause and cure of speech disorders. 473p. il., diagrs. O c. N. Y., Macmillan \$4.50

Hadley, H. E.

Everyday physics. 482p. D'27 N. Y., Macmillan

Haight, Elizabeth Hazelton

Apuleius and his influence. 101p. (bibl.) il. D (Our debt to Greece and Rome) c. N. Y., \$1.75 Longmans

Hall, Sir John Richard, ed.

Trial of Abraham Thornton. 193p. (2p.

bibl.) il., map O (Notable British trials) '27

N. Y., John Day \$3.50
One of the first of a new series descriptive of certain English criminal trials, in which the evidence is laid before the reader as it was laid before judge and jury.

Harap, Henry

Economic life and the curriculum. (3p. bibl.) D c. N. Y., Macmillan \$1.25 On the changng economic life of America and its relation to the public schools.

Hart, Bernard

Psychopathology; its development and its place in medicine. 156p. (bibl. footnotes) diagrs. O '27 N. Y., Macmillan \$1.40

Hinkson, Mrs. Katharine Tynan

Twilight songs. 63p. D'27 N. Y., Appleton bds. \$2

Lyrics which appeared originally in The Spectator, he Nation, The Athenaeum and other English magazines.

How to work with tools and wood, for the

home workshop. 179p. il., diagrs. O c. New Britain, Conn., Stanley Rule & Level

Irving, Henry Brodribb, ed.

Trial of Mrs. Maybrick. 354p. il. O (Notable British Trials) '27 N. Y., John Day Trial of Mrs. Maybrick. \$3.50

Jeffers, Robinson

The women at Point Sur. 175p. Oc. N. Y., bds. \$2.50 Liveright A long narrative poem.

Jesse, Frynlwyd Tennyson [Mrs. Harold Marsh Harwood], ed.

Trial of Madeleine Smith; new ed. 422p. il. O '27 N. Y., John Day \$3.50

Fillmore, James Henry, ed.

The new praise hymnal; rev. ed. 384p. O c.'27 Cin., Fillmore Music House, 528 Elm St. 85 c.

Food in season; manual and marketing guide; a monthly list of the most popular food supplies in season available on the market for hotels, restaurants and the housewife. no p. nar. O c. '27 N. Y., A. Hossard, 152 W. 42nd St. pap. 25 c.

[Glenn, Mabelle, and Lowry, Margaret]
Music notes; bk. 3, and, Teacher's manual. 48p.;
38p. il. O (Music appreciation for every child) [c. 27] Newark, N. J., Silver, Burdett pap. 28c.; 40 c.
Gordon, John Shand
A memorial to the tramp printer [lim. ed.]. 79p.
il. S [c. 27] S. Brewer, Me., Author bds. \$1

Greeley, William Buckhout

Present needs in national and state forestry. 8p. O '27 [Wash., D. C., Gov't Pr. Off.; Sup't of Doc] pap. 5 c.

Gruny, Charles Ray, comp.

Bills of exchange; practice of foreign countries regarding payment on arrival bills. 57p. O (Trade information bull., no. 464) ['27] [Wash., D. C., Gov't Pr. Off.; Sup't of Doc.]

Handbook of private schools for American boys and girls, (A); an annual survey; 11th ed. 1175p. il. maps D (Sargent handb'ks) [c. '27] Bost., Porter Sargent

Haring, Harry Albert
Corporations doing business in other states; state regulations and requirements regarding "foreign corporations." 312p. O [c. '27] N. Y., Ronald Press \$5

Haynes, Grisson Edward Motor-vehicle taxation and regulations in foreign countries. 59p. O (Trade information bull. no. 463) ['27] [Wash., D.C., Gov't Pr. Off.; Sup't of Doc.] рар. 10 с.

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Heating and ventilating; rev. by William H. Severns. 223p. il., diagrs. O '27 Chic., Amer. Technical Soc.

Irmina, Sister Mary

The content and measurement of the reading vocabulary. 29p. (bibl.) O (Educational research bulls., v. 2, no. 1) [c. '27] Wash., D. C., Catholic Educ. Press

Kirk, Kenneth Escott

Conscience and its problems; an introduction to casuistry. 435p. (bibl. footnotes) O (Studies in moral theology) '27 N. Y., Long-

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Lange, Dietrich

Nature trails. 271 p. (3p. bibl.) il. D c. N. Y., Appleton Stories and sketches of outdoor life.

Lauterpacht, H.

Private law sources and analogies of international law (with special reference to international arbitration). 350p. (6p. bibl.) O (Contribs. to internat'l law and diplomacy) '27 N. Y., Longmans

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"Plucky" Lindbergh. 77p. D [c. '27] Los Angeles Gem Pub. Co. \$1.50; pap., 50 c. Sketches of Col. Charles Lindbergh's experiences in the Air Mail Service.

Ludlow, Louis

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General history [2nd rev. ed.] 772p. (bibls.) il. (pt. col.) maps. D (Myers histories) ['27] Bost., Ginn

Myerson, Abraham, M.D.

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Trial of Oscar Slater. 380p. il., diagr. O (Notable British trials) '27 N. Y., John Day

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Dialogue between a priest and a dying man; ed. by Maurice Heine; tr. by Samuel Putnam [lim. ed.] 52p. Q c. Chic., P. Covici bds. \$7.50

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Thwing, Charles Franklin

Guides, philosophers and friends. 486p. (bibl. footnotes) D c. N. Y., Macmillan \$3.50

Reminiscences and biographical sketches of famous Americans and Britons the author has known during his career as a college president; he is now Presi-dent Emeritus of Western Reserve University and Adelbert College.

Underwood, G.

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Wetzel, Rev. F. X.

A guide for girls in the journey of life; 8th ed. 105p. S'27 St. Louis, Mo., B. Herder

Whalen, Will W.

The Irish sparrow [novel]. 28op. O '27 St. Louis, Mo., B. Herder

Wier, Albert E.

Grand opera at home [rev. ed.] 256p. O ("Whole world" ser., no. 3) [c. '15, '27] N. Y., pap. \$1.50 Appleton Containing the stories and most popular music of twelve operas.

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Problems in English (second ser.) to accompany
A manual of English. 44p. S c. Garden City, N, Y.,
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The Field of Old and Rare Books and Weekly Book Exchange

CURRENT RARE BOOK NOTES

Frederick M. Hopkins

THE current catalog of Elkin Matthews, Ltd., of London, comprises just 500 items, consisting of eighteenth century books and modern first editions, including those of Burke, Boswell, Gay, Goldsmith, Smollett, Leigh Hunt, Shelley and Thackeray.

THE Oxford University Press announces the publication of "Strawberry Hill Accounts," a record of expenditure in building, furnishing, etc., kept by Horace Walpole from 1747 to 1795, now first printed from the original manuscript with notes and index by Paget Toynbee.

America," by Richardson Wright, published by J. B. Lippincott Co., of Philadelphia, is a fascinating book, containing a great amount of source information about strolling peddlers, preachers, lawyers, doctors, circus players, artists, dancers, vendors, and others. Here is a background of information of a period now past inaccessible elsewhere to the general reader.

THE final session of the sale of the library of the late William Winter, author and dramatic critic, will be held at the Walpole Galleries, July 7. This part comprises unique and most desirable association items, including Shakespeare lots and in association with the Booths, Mary Anderson, Ada Rehan, Augustin Daly, Richard Mansfield, Lawrence Barrett, and Henry Irving. When this part is sold, a very interesting collection will have been dispersed.

I NQUIRY has been made about the publisher of the new biography of Christopher Columbus, written by a French author, referred to in these col-

umns a few weeks ago, and which goes to great lengths to attack and belittle the discoverer of America. The book was written by Marius André, its title, "La Veridique Aventure de Christophe Colomb," and its publisher Librairie Plon, of Paris. A lengthy review of the book appeared in a recent issue of the New York Times Book Review written by James Graham.

YALE UNIVERSITY will have an endowed library on chemistry. This has been made possible by a gift of \$100,000 from the family of the late Albert De Silver, a lawyer who liked chemistry quite as much as his chosen profession. It is expected that by the administration of the De Silver Memorial Fund that Yale University will in time possess a collection of material relating to the chemical science that will be of great value.

WHERE are the rare books coming from to keep the auction sales going, the rare book dealers busy, and the collectors happy for the coming year? report comes from booksellers that have gone abroad that rarities of the first importance are hard to find. Altho several important libraries are booked for next season, there are not yet consignments enough in sight to make a successful season. Probably these problems will be solved as the season progresses, but the stubborn fact remains that the demand is far greater than the supply, and that the demand is increasing and the supply decreasing. This makes the question of supply each year an interesting one.

THE University of Pennsylvania has honored Dr. A. S. W. Rosenbach by conferring on him the honorary degree of Doctor of Fine Arts. This was given to

him for his services in book collecting and bookselling and the advancement of the knowledge and appreciation of books and manuscripts. This is the first honorary degree ever given in the United States for these reasons. The University of Pennsylvania is Dr. Rosenbach's Alma Mater. He took his Bachelor of Science degree there in 1898 and Doctor of Philosophy degree in 1901.

THE Filson Club of Louisville, Kentucky, famed for a series of monographs of historical and biographical importance, has issued the third number of The Historical Quarterly, a periodical intended to contain shorter communications and papers, especially those germane to the purposes of the club. A previous issue contained Young E. Allison's admirable "Chapter of Trappist History" which emphasizes the importance of the Cistercial immigration in the West at the beginning of the nineteenth century. The new number brings a paper on John Findley, the first pathfinder in Kentucky.

THE first catalog of Incunabula, we believe, to come from the bookshop of Lathrop C. Harper, 8 West Fortieth Street, has just been received. It is an octavo of 109 pages, 206 items, carefully described with illuminating notes, well printed, with dates ranging from the "Catholicon," 1460, up to, and including, 1500. In an introductory note, Mr. Harper says: "The peculiar merits of the "fifteeners" have often been set forth; the fact that each printer cut his own type, the great care and labor in their production, and the general beauty of the results achieved. . . From a purely professional point of view, I consider Incunabula the best buy in the book market. age gives solid ground for the double measure of lasting merit and rarity, two fundamentals much more difficult to appraise in later books—a point for the collector to consider. The demand for Incunabula is now world wide. The great libraries of Europe take special pride in the fifteenthcentury possessions, and in adding to them. Many have issued most scholarly catalogs of this section alone. We hear that Japan has also entered this field. . . It is well to remember that they are not making any

more of 'em. Those that have survived must suffice for all time."

THE remaining portion of the library of the late Lieut.-Col. Sir George Holford, forming a part of the collections at Dorchester House, Park Lane, will be dispersed at Sotheby's in London. Part I., comprising a magnificent series of illuminations on vellum, will be sold July 12; Part II, books printed on the Continent of Europe, toward the close of this year; and Part III, a fine collection of modern English books, early next year. Further announcements will be made in due course. Selections of rare early English books of the Holfort collection were disposed of privately several years ago, so the portion now to be sold is, strictly speaking, a remainder, but is regarded still the equal in value and interest of all but a few private libraries in England. The illuminations now cataloged include 48 items, and are similar in general character to that formed by the late Lord Northwick, in 1925. The two collections were formed at about the same period, largely from the Ottley collection, sold in 1838. But in its pieces of first rate quality, the Holford collection stands very high. The most remarkable probably of all, is a large and beautiful leaf from a 12th century Psalter, covered on both sides with pictorial decoration of very rare and elaborate character. Among the Italian miniatures, one of the most important is "Benedict Enthroned." "Every resource of the miniaturist's art," says the cataloger, "has been concentrated on this large page, in an effect of studied splendor, preserved in the most brilliant freshness. Leaves in this condition and quality are practically unknown to the sales-room; and it would doubtless be impossible for a collector to acquire a more sumptuous example of Italian illumination in the grand manner." Another exceedingly fine 14th century miniature, drawn with great power and decorative feeling, is that depicting the four Evangelists with their emblems. Of the later specimens, the imposing "Crucifixion," in the style of Giluio Clovio, is pre-eminent. This small but very select collection of illuminations on vellum has attracted a great deal of attention since Sotheby's issued the catalog, and their sale should be very interesting.

Mid-Year Book Index, 1927

Quarterly Announcement of New Publications to September 1st, Listed by Author, Title and Series

Fall Announcement Index in Issue of September 24

A. B. C. of animals. King, J. 50c. Nelson A. B. C. of architecture. Price, C. M. \$2.50 A. B. C. of baby. Randall, J. L. \$1.50 Reilly & L. A. B. C. of birds. King, J. 50c. Nelson Abrahams, I., ed. Legacy of Israel. il. Oxford Accounting. Esquerré. \$4.50 Ronald Accounts, International. Lewis, C. \$2.50 Macmillan Acetate silk and its dyes. Mullin, E. C. \$6 Van Nostrand Adam chasers. Bower, B. M. \$2 Little, B. Adams, Harrison, pseud. Pioneer boys of the Colorado. \$1.65 Page Co. Adams Herbert, Queen's gate mystery. \$2 Lippincott Adams, James Truslow. History of New England. 3v. Founding of New England; Revolutionary New England: 1691-1776; New England in the Republic: 1776-1850; . 52 il. Special lib. ed. sets only, \$12 Little, B. Adams, Samuel Hopkins, and others, eds. Who and what. \$1.50 Liveright Addington, Sarah. Tommy Tingle Tangle. Volland il. 75c. Adler, Frederick Herbert. Leaven for H. Vinal loaves. \$2 Haskell J. Stratford Adolescent thoughts. Adolescents, Methods with. Pringle, R. \$2 Heath Adventure Club afloat. Barbour, R. H. 75c. Dodd, M. Adventure lib. ea. \$1 Harper Titles: Camping in the winter woods-Fur seal's tooth-Painted desert-Rick Dale -Snowshoes and sledges-Danny's partner-Virginia cavalier. Adventurers all. Wade, M. H. \$1.75 Appleton Adventures in Arabia. Seabrook, W. \$3 Harcourt Adventures of a brownie. Mulock, D. M. 75c. Harper Richards, M. Adventures of Chippy Bobby. Nelson Adventures of Nip and Tuck. Mitchell, M. Volland M. 75c. Adventures of Mr. Scoodle-Do and Brother Rabbit. Hall. M. J. \$2 Dodd, M. Adventuring in the land of the Shah. For-bes-Leith, F. A. C. \$3.50 McBride

Advertisement, Art of newspaper. Stokes Advertising, man How to become an. Lewis. Ronald Aegean archaeology: Papers presented to Sir Arthuur Evans. Oxford Aeneas on siegecraft. Hunter, L. W., ed. Oxford Affections of the stomach. Crohn, B. B. Saunders Affirmation of Judaism. Hertz, J. H. Oxford Africa, Vanished cities of Northern. Erskine, Mrs. S. \$6 Houghton M. After-dinner speeches and how to make them. Nesbit, W. D. \$2.50 Reilly & L. After school. Erskine, L. Y. \$1 Appleton Agnew, Georgette. Let's pretend. Agriculture and food supply in France during the war. Auge-Laribe, M. \$4 Aiken, Conrad. Blue voyage. \$2 Scribner Aikman, Conrad. Zell. Pocket book ed. \$1,25 Knopf. Air, Conquest of the. Brown, C. L. M. Oxford Aircraft, Modern. Pagé, Major V. W. Henley Aircraft year book, 1927. il. \$5.25 Aeronautical Chamber of Commerce of America Airports and airways. Duke. \$5 Aitken, W. A. English vowel sounds (Soc. for pure English) Oxford Ackers. Simple library cataloging. \$1.25 Amer. Lib. Assn. Akers, Lewis Robeson. Red road to royalty. Revell Akhnaton. King of Egypt. Merezhovsky, D. S. \$2.50 Dutton Albania, Two vagabonds in. Gordon, J. & Dodd M. C. \$5 Alcammenes and the establishment of the Walston, C. classical type in Greek art. Macmillan Aldrich C. Anderson. Appetite problem in Macmillan children, \$1.50 Alexander, A. S. Udder diseases of the Badger cow. \$2 Alfalfer Ann's aferisms. Rideal, C. F. \$1 Avondale Pr. Algebra, New type drill. Neuner, E. F. Merrill

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Ali Baba and other plays for young people or puppets. Joseph, H. H. \$1.50 Harcourt Alias Santa Claus. Wilde, P. \$1.25 Appleton Alington, C. A. More Eton fables. \$1.25 Longmans Allard and McCall. Teeny Tiny rimes. 48 c. Johnson Allen, E. T., and Day, A. L. Steam wells and other thermal activity at The Geysers, California. Carnegie Inst. Allen, Gordon, Smaller house of today. \$3.75 Scribner Allens and Aunt Hannah. Pierson, C. D. \$2 Dutton Allison, George W. Out of the ashes. \$1.50 Cokesbury Alma. Fuller, M. \$2 Morrow Along the trail. Bird, U.S. Stratford. Alps for the motorist. Freeston, C. L. \$2.50 Scribner Amaranth and myrtle. Morgan, B. P. (Contemporary poets) \$1.75 Dorrance America. Van Loon, H. W. \$5 Liveright America in the making. v. 1, 2. Chadsey, C. E. Heath American ascendancy, This. Buck, G. \$1 A. Kroch & Co. American big game shooting. Curtis, P. A. \$4 Dutton American bookshelf. See Van Doren, Mark American Catholic readers. See Higgins, American citizenship. Cleveland. \$4 Ronald American clipper ships. v. 1, 2. Howe, O. T. ea. \$7.50 Marine Research Soc. American Crusoe Verrill, A. 75 c. Dodd, M. American educational catalog, 1927. \$1 R. R. Bowker American football quizzer for 1927. Sheeley. Bruce American foreign relations, History of. Sears, L. M. \$3.50 Crowell American illustrated medical dictionary. Dorland, W. A. N. \$7; \$7.50 Saunders American Indian dances and folk dances of other countries. Shafter, M. S. \$2(?) A. S. Barnes American life ser. See Krapp, George Philip American loans to Germany. Kuczynski, R. R. \$3 Macmillan American medicine and the people's health. Moore, H. H. \$5 Appleton American people, Short history of the. Cald-Putnam well, R. G. \$4.75 \$2.50 American poetry, 1927: miscellany. Harcourt American soldier and diplomat: Horace Porter. Mende, E. P. Stokes Dunn, R. W. \$2 Americanization of labor. International Pubs. Vance, J. A. \$1.25 Revell America's future religion. or \$1.50 America's human wealth. Woods, E. A. \$2 Crofts Ames, Joseph B. Secret of Spirit Lake. \$1.75 Century Anacalypsis of Godfrey Higgins. 2 v. \$60 Macy-Macius

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The most noticeable advances this past month as shown by the Books Wanted columns of the Publishers' Weekly were made by Stephen Crane, for whom there is always some steady demand, Thomas Hardy, Lewis Carroll and Emily Dickinson. The interest in illustrators also continues as evidenced by requests for certain and all books which certain artists have illustrated. Among those most sought are John Austen, Papé, Rackham, Bosschere, Brangwyn,, Dore, Kay Nielsen and Harry Clarke. Finally the interest in tyopgraphy showed itself in demands for Bruce Rogers items.

Following is the list of authors most in demand and their scores:

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	Any	
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	Editions Wanted	Wanted
1 01 11	W alleed	
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Theodore Dreiser	2	19
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FITNESS TO PURPOSE AND BEAUTY

Robert O. Ballou
University of Chicago Press

In Publishers' Weekly for May 14 Douglas C. McMurtrie, writing under the title "Fitness to Purpose or Beauty in Book Typography" expresses several opinions tending to refute many other opinions expressed from time to time in this department during the past year. The very phrasing of his title tends to set aside the major thesis of this department: that fitness to purpose and beauty go hand in hand, that the choice is not between taking one or the other, but between taking both together or neither.

That is to say that, in book design as in the design of all other articles of use, there is a sturdier beauty to be achieved than that of a merely pleasant physical form to please the visual esthetic sense. For esthetic appreciation, a graceful attribute which is probably peculiarly human, is an outgrowth of more than one of the five senses. Perhaps it is more than a perception compounded of the experiences of five senses. In it there is a relentless demand that a thing be in its place, and that it never detract from the major business of the moment. A playful fellow with considerable skill on the banjotar, sitting on the top of a sand dune by the shore of lake Michigan, with the moon bright above him, may with his music add materially to the light beauty of companionship in a group beside him, and the ability to join fully the bright and mysterious playfulness of such a moment with singing of "Nellie was a Lady" or "I Learned About Women From Her" or "Cousin Jedadiah" has in it a great deal of esthetic appreciation. The banjotar and its tinkling music may in that situation possess considerable beauty.

But let the player wander into an orchestra hall and loose his ungodly instrument and raucous voice in an intermission between two movements of a Beethoven symphony, and there is scarcely a member of the audience who would not gladly help to throw him out on his ear, even those who had been members of his party on top a dune.

An endless march of such examples could be paraded before you, and you would agree that they are apt, but it is not necessary. This one is given merely to help reassert the obvious fact that appreciation of beauty is never merely a matter arising from seeing, hearing, touching, tasting, or smelling alone. There are other things added, and chief among them is the demand that whatever is before us attempting to give us pleasure, must be in its harmonious place.

Mr. McMurtrie has tried to show that beauty is a thing to be sought by itself in the design of some books and says definitely that "there are others in which it is not a factor of material importance." Among these other books he lists "a dictionary or a trade directory, or a cable code book," and explains, "for works of this character legibility and convenience of consultation can be the only features sought in the design. A similar comment would apply to a textbook of biology. Clear typography and photographic illustrations are all that are required or desired."

There are so many things to be said about this one paragraph of his that it is difficult to get them into the proper order. In the first place it is inconceivable to me that any designer, going intelligently about the business of designing anything, can fail to see the sturdy beauty of practical design upon which all beauty in practical things must rest. The structural units of a skyscraper, brought out from hiding during the last decade or two have revolution-

ized the design of tall buildings and made them beautiful instead of hideous as they used to be. The slim, long lines of the modern railway engine (perhaps a hundred times more efficient than the wood burner of two generations ago) make the sight of one of them dashing thru the night a thing to be remembered emotionally. An airplane and dragon fly, classic examples of the inseparability of fitness to purpose and beauty, the one designed by man, the other a lovely result of natural adaptibility, the tiger crouched for a spring with his practical, propelling muscles taut, the lowly steamshovel, its long, powerful arm erect, photographed by King D. Ganaway—these things are unanswerable arguments. As well say that strength in a log chain "is not a factor of material importance" as to say that beauty in any book does not matter.

It is because the issue is confused that I object to this article. It is because this sturdy honest beauty must be recognized and understood in approaching all design before any successful refinement of it is possible that I insist upon the soundness of this unswerving principle as a starting

point in the design of a book, or anything else, trade directory, cable code book, telephone directory, tea kettle, or bathing suit.

Legibility thru clear typography, the only essential in these excepted books according to Mr. McMurtrie, must and does constitute a definite element of beauty, and must be an element in any book, whether in this class or in that class of books in the making of which "beauty is fundamentally a desideratum."

There has grown up a tradition of ugliness in the making of textbooks, whether of biology or physics or any of the other departments of scholastic endeavor. It is one which I resent very much, both in memory of the hideousness of those texts which seemed so terrifically dull to me in my own youth and in the observation of the careless and disdainful handling accorded ugly books by the boys and girls I meet daily on the campus of the University of Chicago. So strong is this tradition that more than once an attempt to change the format of an unusually ugly textbook published by the University of Chicago Press has met with failure thru the objec-

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tion of a member of the faculty that the proposed format "did not look like a text-book." That, of course, was exactly the point, but it could not penetrate the hard shell of this academician, thoroly impregnated with the puritan idea that gayety and beauty were immoral and had nothing to do with the solemn process of learning.

But we have managed to put out a few good-looking texts at the University of Chicago Press. One of them (more a reference book than a text) was chosen by the American Institute of Graphic Arts as one of the fifty books of its year. And I had the pleasure of seeing a student with another text (he did not know that I had had anything to do with the book) say: "It's a pleasure to carry this book about and to study it." There was nothing overimpressive about this book. It was produced with the greatest economy and without any decoration in addition to its practical elements. But it was well composed and imposed, the type was large enough for easy reading, the size and material of which it was made resulted in a light and easily handled volume; it opened easily and stayed open and it had a bright cover.

As I conceive the word "beautiful" it was a beautiful book. And here the desire to achieve fitness to purpose, it seems to me, was the guiding motive. There can be no argument about the need of good typography in textbooks. Giving a young person a badly set book, with eye-straining type, and telling him that he must study it, is one of the many crimes of an imperfect educational system. A textbook does not fit its purpose unless it attains the greatest legibility possible. And (surely it has been accepted by all who have thought about it clearly) good legible typography is beautiful typography. Beauty then, becomes here an unconscious if not a conscious desideratum, to use Mr. McMurtrie's word.

But what about the bright and attractive cover? Would not the drab, ugly, strong cloth put on most textbooks fit the purpose as well? Only if education must be considered forever a drab business. Only if we insist that a student must be plunged into a depressed state of mind at the very moment of seeing a textbook. For if we may consider this seeking after elusive facts as a fascinating pursuit, a bright adventure,

may we not go at it with a banner or two flying? And need these banners be extraneous? May they not be considered as fitting our purpose in two ways: in expressing our own belief that learning need not be dull, and in helping to put the student into a frame of mind at the beginning of his session of study which will make the matter somewhat exhilarating rather than

depressing for him?

Here, as everywhere of course, a nice balance must be preserved. A point of diminishing returns may be quickly reached I can conceive of no worse design than that responsible for an overdecorated or overgay textbook, the vividness of which would make it impossible for the student to concentrate on the message of his text. Our eternal standby, commonsense, must be kept beside us. But to say that "beauty is not a desideratum in a textbook" is to throw progress overboard and set us back to the conception that beauty and gayety are evil and have no place in the serious businesses of life.

"But," Mr. McMurtrie goes on, there are "works of creative literary art: novels, poetry, essays and the like. It is not essential to the physical actualities of life that such books should be read. They are read for pleasure, for gratification of our artistic perceptions. They are, in other words, food for the spirit." In designing these books, Mr. McMurtrie tells us, a committee of typographical experts, acting solely upon the principle of fitness to purpose, would eschew all decoration, and entirely standardize their format.

Here again there is much confusion to be unravelled. From one point of view, it is not essential to the physical actualities of life that any books be read. Thousands of persons living today in a ripe old age have never read a book. On the ape and tiger plane of life teeth and claws and a strong digestion have the great importance. They have what C. Judson Herrick loves to call "survival value." There are human planes upon which similar attributes have much greater value than those more subtle perceptions that drive us to books.

But for those of us who read books, and especially for those of us who read the kind of books that Mr. McMurtrie calls "spiritual food," it is somewhat more difficult to choose that which has survival value and

that which has none, that which is "essential to the physical actualities of life" and that which is not. Spirit, mind and body cannot be so easily separated. If they could, psychoanalysts, good and bad, would starve to death. I believe that it is essential to the physical actualities of my life at best to read now and then some poetry, some fiction, and some essays. I believe that by encouraging to this extent a pleasant emotional life within me I help to maintain a healthy digestion, sounder and more capable arms and legs, and a more agile mind to help me keep out of the paths of insane automobile drivers.

This seems to me an unimportant point, yet a part of the argument presented. And if my point of view is accepted, then, even tho the inference that only books "essential to the physical actualities of life" need follow the law of "fitness to purpose" may be proceeded upon and it may be said that works of creative literary art must

also fit their purpose.

And this purpose, let it be reiterated again and again, if necessary, so long as books are made and read, is to be read, to be read as easily and with as much understanding of their messages as possible, not to be placed upon a library table or a mantelpiece or a whatnot to be looked at with awe by the visiting old lady from Duluth.

Yet to say that this purpose is departed from by any decoration, is to express an absurdity. Mr. McMurtrie's own argument refutes this. Let us use his phrase "food for the spirit" for the moment, without regard to any physical actualities. And also his well-made assertion that "a few well chosen initial letters, an individual treatment of chapter headings, a line of type ornaments perhaps, or two or three properly chosen rules," add greatly to the grace of a book. Without any question they do if, as he has said, they are well and rather fearfully chosen, lest they be too intrusive either by their elaborateness or their number.

Is there the slightest begging of a question or the slightest tendency to confuse an issue by abstractions in saying that any grace, any real grace, added to the grace of a work of art (so long as it does not detract from a fundamental grace already there) adds to its fitness for its purpose? Properly selected and properly handled, decoration of creative literary art may become the subtle lighting of a stage upon which romance is being enacted, the clever and unnoticed touch of rouge upon the cheek of a skilful modern lady, the hand polish given the surface of a piece of furniture.

Yet these comparisons are inept. It is

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difficult to find an absolute parallel, for reading a book is almost entirely a visual operation. The eye is a practical tool (regardless of whether it is reading cable code book, biology text, trade directory, or one of those books from which it absorbs "food for the spirit,") and must not be hampered in its pleasant and useful work by being made to perceive at the same time any striking extraneous thing. Putting too much or too striking decoration in a book is (I have said this before, but I like it and shall repeat it) like injecting a lovely and overpowering perfume into a chemical mixture which a chemist must analyse by smell. The perfume of a lily of the valley is a pleasant thing, for the nose of a chemist as well as that of a debutante, but let it not be brought into the analysis of hydrogen sulphide.

This practical function of the eye cannot be denied. It must be catered to if books are to be more than pleasantries to us.

There is a thin line between the right amount of decoration and too much. It is a line which it is very difficult to perceive. And while this difficulty exists in our inadequate intelligence the rule of safety is an excellent one to follow. In this case it reads: "When in doubt about decoration, leave it out."

It is pleasant and useful to check theory with the practice of leaders in any art or craft. It has been said fatuously many times that there are six good printers in America. I think that there are several score more than this, but one or two properly chosen to eliminate the danger of any dispute, support any argument.

Bruce Rogers is more than an artist in the common sense of the word. He is an artist in the best sense, a skilled and sound craftsman, an honest workman who is not contented with a piece of work that will not fit into its niche. He plans definitely two kinds of books; those distinguished trade books which come from the Harvard University Press and set an example in dignity for all book printers, and the playful and charming little books which come in limited editions from the plant of William Edwin Rudge.

The Harvard books (which have always seemed to me to be better and more lasting examples of bookmaking than the playthings he issues from Rudge's plant) need

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not enter the discussion. But the little things in which one would gladly grant him all the freedom he wished, are worth examining closely in this discussion. You will find, if you look at them, that (especially in very recent years) decoration is noticeable chiefly for its great restraint. One of the loveliest little things he has ever printed, the little "Roman Letters" published by Dunster House Bookshop, is practically without decoration, save for the rules which enclose the type pages. "Roderigo of Bivar," "XXVII Sonnets," and others are practically without ornamentation save that of good typography and presswork and attractive (but undecorated) binding. Even "Perronik the Fool," a fanciful and elaborate dish of "food for the spirit" confines its decoration to interestingly placed running heads and large flowing initials, and in my copy, over the decorative colophon is written in Mr. Rogers' own hand, "This is too immodest even for George Moore."

Yet if there is any man in America or the world capable of choosing typographic decoration wisely and using it well, it is Bruce Rogers. Mr. Rogers obviously believes that even these dainty little playthings of his are not good books unless they can be read with the minimum of effort

and distraction.

Mr. McMurtrie himself (and I mention him not as one whose work is comparable to that of Bruce Rogers, but only as the person whose point of view I am disputing) has done some excellent and some rather bad printing. But of that which has been good I think almost any critic would agree with me that the Carter book on "The Invention of Printing in China" included in a recent "Fifty Books" show is one of the best things he ever did. And it is done without decoration.

Now if one were able to turn one's books over to Mr. Rogers to be designed and printed, or to Mr. Updike (whose books also show a marked degree of restraint in the matter of decoration—whose books constitute one of the best examples the world has ever had of fitness to purpose and beauty going hand in hand) there would be no need of arguing about decoration and the need of fitness to purpose and the function of the eye in reading. These gentlemen have considered all of these matters for

many years. They have worked ceaselessly to achieve fitness to purpose. They have designed printing and discarded their designs and redesigned in an effort to satisfy their own meticulous tastes and their own sense of the fitness of things.

They are not the only two who have done this. New York City has an admirable number of men competent to design books well without any direction on the part of the publisher, and to design them so that they will fit their purpose and be beautiful. They know the need of fitness to purpose and when they use decoration

it does not detract from this.

But the services of these men are denied to the competitive publisher in the ordinary routine of producing a trade book which will sell at a price the buyers will pay and escape the many hazards which beset it. When he is planning a book to sell for \$2.00 he frequently cannot arrange things so that there is any room in his budget for a designer's fee. His book must be manufactured by a press which has achieved economy thru volume and finely adusted mechanical equipment.

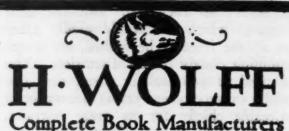
Now the man who has spent his life learning to set type quickly and accurately (that is economically) or the man who has struggled thru the painful process of making a financial success of a printing business, or the man who has the difficult task of seeing that good manuscripts are selected and sold after they are published, or the man who is working in a publisher's production department at a salary the publisher can afford to pay, has had neither the opportunity nor the time in his busy life to acquire the disciplined taste and skill which go into Mr. Rogers' and Mr. Updike's printing. Nor can he, in most cases, start acquiring these now. He can approach them. He can add taste and skill to his present acquirements. But even in this process he must accept first of all the principle that a thing must fit its purpose and in so doing he achieves an essential sturdy beauty.

And the responsibility for that part of bookmaking which is important—the making of the millions of trade books that flood the world today—rests squarely upon the group of men I have mentioned above. They are not designers. They are not artistically trained. They are practical men

intent upon making an article of use economically. The basic assertion of this department is that these men are capable of accomplishing this task, of doing their work without greater expense to the publisher, yet more beautifully than it is now being done, thru an unswerving allegiance to the principle of fitness to purpose used with commonsense and the personal contributions which individual initiative will be bound to make.

This does not imply standardization, as Mr. McMurtrie suggests. The matter is too subtle for that. I can conceive endless argument between any two honest and conscientious designers as to whether this practice or that would make a given book better fitted to its purpose. Or between any of these other men, not designers in the more meticulous meaning of the word. We must remain forever individuals with differences in matters of taste and opinion. Mr. Rogers and Mr. Updike are men with different tastes. Their books reflect these differences, yet the books of both might (with the eternal imperfection of animate and inanimate things accepted as a universal law) be called faultless.

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New York Office 578 Madison Avenue Plant Kingsport, Tenn. Chicago Office Tribune Tower Bldg. the plans and opinions of any two honest persons, production managers, printer's layout man, compositor, or apprentice. Yet this principle of fitness may be accepted and understood (in part at least) by all of them in common. The youngest printer's apprentice can be made to see this need, and if properly trained, to regulate his printing conduct by it. (And quite as an aside the best text I know to impress this upon him is Daniel Berkely Updike's "In the Day's Work," published by Harvard University Press.)

But tell the average production man or the average layout man or the average compositor to follow the rules of good typography and then to throw in a little beauty, as "an end in itself, in addition to making the book fit its purpose." Tell him to add "a few well chosen initial letters, an individual treatment of chapter headings—a line of type ornaments, perhaps, or two or three properly chosen rules," and see what happens. The book may be pretty awful. He is not trained to select these things and if he does select them the chances are ten to one that he will use too many and those which he uses will be

bizarre. The age-old painters' union is still at work on the lily to hide its pale splendor, not understanding yet that those who paint would be better employed carrying water for its roots and seeing that it grows in fertile soil.

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BEFORE the war, leather was used for bookbinding by publishers and for the re-binding of books. Many fine library editions were put on the market either of half or full bound morocco. Gift books, art books, re-bound and library books were largely of leather. During the war, however, and immediately afterwards the price of such leathers went up out of all reason, so that the book-binders and publishers of the country were forced to substitute other materials.

Today, however, leather is back to normal in price. The substitutes for leather have not been satisfactory to the publishers, binders, librarians and bookbuyers. The best were but substitutes, a temporary help until leather came back to its own. Today many are looking forward to the use of

leather again on books.

There is nothing like real leather particularly for binding books. However, with the coming back of leather it is hoped that there will be a great improvement in the manufacture of leather, so that its previous defects will be entirely overcome and leather and leather-bound books will stand in a class of their own. The writer, who is a large leather manufacturer and whose concern has made bookbinding leathers for the last fifty years, was called in recently by the Public Printer for the purpose of seeing what could be done to improve and perfect leather for bookbinding purposes.

We had already perfected, with the advice and analysis of the Government Printing Office, niger morocco goat for the book-binding industry. This had been developed so it is sufficiently important to the Government Printing Office to be awarded the contract on niger goat and morocco. However, a discussion was entered into, as

to how all leathers could be made perfect for book-binding work and satisfactory to the Government Printing Office. This program was to include sheep, calf, goat, cowhide, pig and skivers. It may be interesting to the trade at large to know that success is in sight in these various leathers and that the publishing world can use such leathers satisfactorily.

The new leathers will be guaranteed to be acid-free in every respect, not only in the tannage, but in every material that

enters into the manufacture.

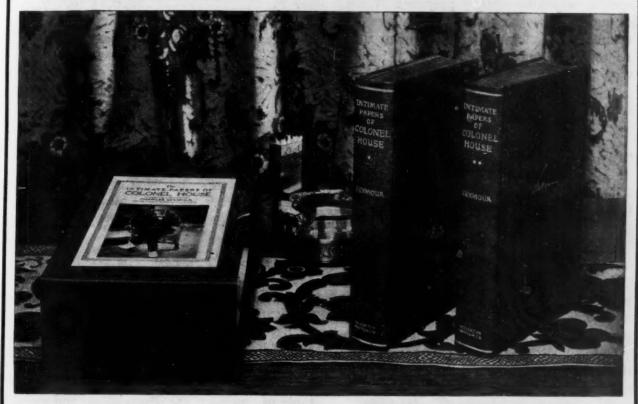
For instance, in the past, sheep was used very extensively for law books, but it did not prove to be satisfactory owing to the acid in its tannage. Buckram has been used extensively to replace it. Now a sheep skin will be produced made entirely of sumac tanned sheepskins and absolutely acid-free so that such leather will last indefinitely on law books.

Calfskin makes a beautiful binding but in the past it has given but poor service. The new calf, however, will not only be sumac tanned but will be acid-free thruout and give the service and durability that the old-time leather binding lacked, while still having the same beauty of color and

finish.

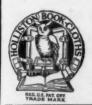
So it will go, thru the full line of leathers headed by niger morocco, down to tripoli goat skivers, perfect leather for books. Not only will this improve the value of the books but it will make a big point in their sale and will undoubtedly increase the demand for really beautifully bound books. It is believed this will have a far reaching effect on the trade and do a great deal toward reviving and building up the demand for perfection in binding especially where permanence is a chief objective.

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American Writing Paper Pamphlets

TWO little pamphlets have been prepared by the American Writing Paper Company of Holyoke, the world's largest paper maker. The first is "The Paper User's Primer," the work of Helen U. Kiely, chief chemist of the research bureau of the company and the second is "How Paper Is Made," an illustrated description of the Holyoke factory in which the Eagle-A papers are made. These pamphlets will be sent without charge by the American Writing Paper Company to anyone interested in typography.

Brochures About Craftsmen

THE Advertisers Paper Mills, makers in Holyoke of fine printing papers, have issued the first of a series of little volumes which will tell something about some of the most prominent craftsmen in America and Canada. In describing the series of brochures the Mills write: "The printer's art is inseparably a part of all achievement. The last generation has brought new standards and new aims among craftsmen. Printing and its kindred crafts have been raised from the drab mediocrity of 'trades' to the degree of excellence that approaches professionalism. It seems fitting, then, that the story of some of the men whose efforts have made this condition possible be put into permanent form." It has undertaken this task and the first pamphlet concerns J. L. Frazier of the Inland Printer Editorial Staff. His interest in printing was first manifest in high school and college and he later entered a printing establishment, journeying by degrees from compositor to foreman, to superintendent, to editor. His Specimen Review of the Inland Printer is well known to typographers.

Paper Prices

THE Paper Trade Journal reports as current prices in New York on book paper, cased: Coated and Enamel8.00 @ 15.00 Lithograph 8.00 @ 15.00 In Chicago: No. 1 S. & S. C.063/4 @ .073/4 No. 2 S. & S. C.053/4 @ .061/2 In Boston:

Two Knopf Items

THOSE interested in book production will study with interest the new Knopf publication, "Balzac," by René Benjamin. It has been designed by Vojtech Preissig and is in its make-up and design, especially its attempt to get away from the centering on the page of the running heads, the table of contents, the illustrations and even of the title and author on the title-page, unlike anything we have had before. The book is set in Monotype Cochin and the illustrations have been printed in aquatone by William Rudge.

"The Frantic Atlantic," another Knopf production, makes use of the inside of the jacket to carry on the advertising of books begun on the back and ends of the wrapper. This, we believe, used to be common practice but it has of late been neglected. The Knopf renewal of the custom is particularly attractive. The greater part of the space is taken up with a map of Great Britain, Europe and Asia Minor. On this borzois prance bearing travelers who are deep in books. The course of the borzois takes them to areas Knopf books and Thus in Paris "Balzac" authors cover. and Proust are indicated, in Germany, "In A German Pension," and "The Magic Mountain" as well as Spengler, in Poland the single name, Reymont, is to be found. At each side of the map is a list of the books and authors charted. It is a legitimate and pleasing use of valuable advertising space.

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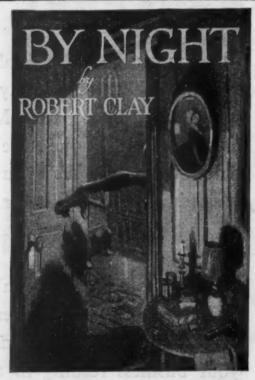
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